



KEN FULMORE, EXECUTIVE VICE PRESIDENT FOR AMALGATED FINANCIAL GROUP

AMALGAMATED AND ASYSKO – A FINANCIAL SUCCESS!

ABOUT AMALGATED FINANCIAL GROUP

Amalgated Financial Group (AFG), headquartered in Old Bridge, NJ, was created in 1958 as America's first business specific receivable management firm, specializing in the Transportation Industry. Today, it provides the Nation's leading transportation and commercial companies a multitude of financial solutions within the Bill to Bank receivable arena. AFG provides end-to-end services in Credit Risk, Billing, Customer Care, Dispute Resolution, Receivable Contact, Collections and Cash Application. Their Outsourcing and Third-party divisions and technologies give their clients enormous flexibility in process options and service levels.

Amalgated is an organization built on leading edge technology, cleverly designed for adaptability and integration. Their mantra, to seek and deploy emerging technologies, has kept their client partner's costs low while empowering them with tools that give them total control and visibility to the transactions entrusted to AFG.

Though they provide many different services, you will not find a single, pre-packaged program at Amalgated. They have never found two clients that have the same philosophies, cultures or goals and they don't expect to find any in the future. Every client's business is handled individually and uniquely within the design specifications to maximize effectiveness and value.

Lastly, Amalgated is about people. In the end, it is people that perform and manage the services. Their people are well trained and extremely professional. But they are also nice people, who make the process of doing business a serious but enjoyable task.

AFG'S SITUATION AND NEED

AFG's IT department had been running COBOL, LINC and Reporter III applications (approximately 750K lines of code) on a Unisys CS7201 (approximately 500 RPMs) for years. They also had approximately 1,500 Workflows and more than 200 end users. Applications including Billing, Customer Care, Dispute Resolution and Collections and Cash Application comprised AFG's Revenue Recovery process. As with any collection service, they also had a number of external interfaces that needed to be preserved. Although this environment had served AFG well over the years, as business increased they needed a system that would allow them the ability to grow the company and save money. Enrique Rozo, AFG's IT Director, says the single most valuable thing they needed was an integrated, cost effective migration process from the mainframe to client-server architecture with a relational database. The IT department also needed a way to consolidate their development environment into a single programming language.



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THE SOLUTION FOR AFG

Asysco's Migration Technology (AMT) LION specializes in Unisys mainframe migrations to a Windows environment powered by a SQL database. AFG chose AMT-LION to meet all of their needs:

- Asysco proved they could migrate LINC, COBOL, Reporter III and Work Flow into a single programming environment;
- Asysco could migrate AFG's DMS II hierarchical database into a relational SQL database;
- AFG needed a solution that would allow them to respond to development issues faster;
- AFG needed to save money on mainframe and maintenance costs; and,
- AFG needed to be able modernize their legacy applications.

THE FINAL RESULT

In June 2005, Asysco completed a detailed discovery outlining the project. The project started in January 2006, and went live in July 2006. Seven months later, all of the LINC, COBOL and Reporter III code was migrated to AMT-LION.

WITH AMT-LION, AFG HAS IMPROVED IN THE FOLLOWING TECHNICAL AREAS:

- Batch Production processing time has improved by 50%, from 7 hours to 3 ½ hours processing time;
- Delivery time for reports have been reduced drastically, from 2-3 days to same day service;
- Overall average response time has improved from 4-6 seconds on the mainframe to 2-3 seconds with AMT-LION;
- Migration development backlog estimated around 8-10 months was completed in less than 4 months; and,
- Application changes and database reorganizations have dramatically improved; hence affecting system uptime positively.

“OUR ABILITY TO OBTAIN AD HOC AND REPETITIVE REPORTS FROM IT HAS BEEN GREATLY ENHANCED IN THE NEW ENVIRONMENT.”

Ken Fulmore, AFG's Executive Vice President, has this to say: "Our ability to obtain ad hoc and repetitive reports from IT has been greatly enhanced in the new environment. While we have made some cosmetic improvements

to the applications screens, most of the Asysco advantages will come later, when our GUI interfaces have been completed. We expect the "Windows" environment to allow us to make our user desktops more capable, interactive and effective. The system has been available in the early morning hours much more often after heavy overnight batch processing than in the mainframe environment. In this regard, the platform is as robust as advertised."

CUSTOMER
Amalgamated Financial Group (AFG), a leading Bill to Bank management firm.

SECTOR
Finance

PROBLEM
As business increased they needed a system that would allow them the ability to grow the company and save money

SOLUTION
Migration to Asysco's Migration Technology (AMT) LION of LINC, COBOL, Reporter III and Work Flow into a single programming environment. The solution allowed Amalgamated Financial Group to respond to development issues faster, saved money on mainframe and maintenance costs and modernized their legacy applications

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